

## Women's Fine Tailor Suits.

They are tailored right; of the proper material—styles that are not to be looked for anywhere else. A full year's wear has no influence on their shape. Cohen's Made Garment Store grows every year, and it does it by the true merit of selling the best the tailors know how to make. We want you to see our New Spring Styles. Every price is merely a modest advance on their cost.

### New Suits.

Women's and Misses' Tailor Made Suits of Cheviot Broadcloth, blouse and skirt effects, for \$25.  
Women's Suits of mixed fabrics, new Eton effect, full skirt, skirts, finished with silk bands, \$12.50 suits for \$8.50.

Handsomely Tailored Suits of seeded armure, tight-fitting Eton jackets, fancy braided vest, new plaited skirts, 43 suits for \$12.50.  
Handsome Broadcloth and Etamine Suits, in all the latest effects, brown, blue, black and castor, inlaid vest of white broadcloth, finished with sou-tache braid, new modeled skirts; \$22.50 values for \$15.

The New Military Suits of Lymanville Cheviot, nobly cut jackets, inlaid, plaited skirts, trimmed with silk braid, \$18.50; the usual \$25 suits.

New Jaunty Cut Broadcloth Suit, with 30-inch jackets, trimmed with silk gimp, forming scrolls; skirts are plaited and finished with silk ornaments, very swaggy looking, \$20.  
Finest Dress Suits of imported voile, made over silk drop skirts, copied from the finest London and Berlin makers, \$25 to \$35.

### New Walking Skirts.

11-gore flare, finished with straps and buttons, \$5.

Handsome Skirts of light-weight Kersey, with plaited panels, strap and buttons finish, \$8.50.

Finely Tailored Skirts of handsome quality broadcloth, narrow straps forming yoke and panel, best shades, \$8.75.

All Wool Walking Skirts, in medium and Oxford, gray, black and blue, \$3.50.

### Latest Style Jackets.

New Spring Jackets of All Wool Covert Cloth and Cheviot; also extra sizes for stout figures; a regular \$7.50 jacket for \$5.

Handsome Tailor Made Jackets of Covert Cloth and Kersey, strap trimmed, satin lined, \$10.  
Finest Broadcloth Jackets, twelve gored, each seam covered with braid, lined with pearl gray taffeta, \$15.

### Wrappers 39c. to 75c.

New Percale Wrappers, in all colors and sizes, full flounce, 75c.  
Percale Wrappers, in all the spring shades, extra full, light lining, \$1.  
All the 75c. Flannellette Wrappers to be closed out at 50c. each.

### 300 Women's Walking Skirts at Forty Cents on the Dollar.

You hardly pay for the cloth. All perfect fitting.

Lot of Walking Skirts, sold to \$2.50, for \$1.  
\$1.50 Walking Skirts, all lengths, for 60c.

Others for \$3.50 and \$4.48 that were to have sold at \$5.50 and \$8.

## Crayon Portrait Free.

This wonderful offer has delighted hundreds. See the specimens—Campbell, the well-known photographer of Richmond, stands behind this work. You get an unmounted portrait free by the purchase of two dollars' worth of goods at our store.

### Opening Display of

## Black and Colored Dress Goods.

What the various new fabrics have prepared as a sight-seeing occasion. And Cohen's Prices make buying many points in your favor. Here are some special prices for Monday's sale:

### Colored Dress Goods.

54-inch SCOTCH ETAMINES, one of the newest importations, imported to sell for \$1.75 and \$2, at \$1.19 and \$1.45.

WIRE VOILES, newest shades for evening and street wear, 85c.  
ENGLISH CASSIMERE SUITINGS, full fifty-six inches wide, in all the new grays and checked effects, at \$1 to \$1.45.

LONDON TWINE ETAMINE, forty-eight inches wide, best \$1.25 value, at 95c.

ALL WOOL MELTON CLOTH, for skirts or suits, fifty-six inches wide, newest shades, gray, for 85c. and 95c.

FRENCH BATISTE, in all colors, thirty-eight inches wide, 60c.

ALL WOOL VOILES, in every new color, for 30c.

ENGLISH TWYED and Handsome Mixed Woollens, choice of fifty patterns to select from, at 50c. a yard.

NEW MOHAIRS, in all the new colors, at 45c.

ALL WOOL ALBATROSS, double width, every new shade, 37 1-2c. a yard.

MELTON CLOTHS, thirty-six inches wide, good 45c. value, 29c.

### Black Dress Goods.

The new Black Mistral is a silk bourette figure round appearance of the French cheviot, with the light, airy substance of the mistral, \$1.25 a yard.

The new Poplinette—a very light weight fabric, created in Lyons, twill on wrong side, the black dress material of 1904; it's forty-five inches wide and \$1.45 a yard.

Monday we will sell 200 yards All Wool Fine Etamine for 35c. a yard; double width.

New Silk Warp Black Voile, almost opaque, and yet as light as a gramme, entirely novel this season, \$1.50 a yard.

London Mohair Bourette, a novelty most beautiful in its effects, and shakes the dust with ease, \$1.60 a yard.

All Wool Black Serge, double width, fine and light; value is 65c., and our price is 37 1-2c.

Lubin's Fine French Crepe Cloth, as sheer as voile, \$1.20 a yard.

300 yards All Wool Black Albatross, 37 1-2c. a yard.

All Wool Prunella, cloth, lowest price usually \$1, will be 60c. a yard.

## A True Cohen-Like Sale.

Merchandise gathered that tells of the wonders of this organization. Purchases of the exquisite with economies that justify quick turn of the buying mind. The state of the weather has caused merchants to be conservative in their orders. Some holders of large blocks of goods got uneasy, and the result will be exhibited here for **MONDAY'S SALE** with the experience that thousands will be retailed far below the lowest wholesale cost, including all the latest fabrics for spring use.

## A \$30,000 Stock of White Goods

Come and see the new beautiful fabrics for 1904. Come and see the white prices. While these fine fabrics cost almost double of a year ago to manufacture, Cohen's prices are just about One Half. There are counters and counters full of them.

### White Goods Short Lengths.

Cotton goods that look like silk. Thousands of yards of the most beautiful white fabrics you ever saw. In the piece they'd sell for 40c. a yard, but we closed out all this maker's short lengths—three to six yards each—and the price is 10 1-2c. a yard.

Another lot, including figured bourette and gored figures, made to sell at 25c., but our price is 12 1-2c. a yard.

### White Satin Stripe Crepe Cloth.

Is one of the novel effects for this season. The value placed on these goods is from 35c. to 50c.; the sale of forty-five pieces will start Monday at 19c. a yard.

There are twenty-two other effects in mercerized goods, new and peculiar in their make, differing from previous seasons, including mercerized grenadines; some 4,500 yards will be sold for 10c. and 10c. a yard.

1,500 Yards White India Linen Bourette, 4 1-4c. a yard.  
40-inch wide, good quality India Linen, 8 1-2c. a yard.

Wash Chiffons.  
Yard and a quarter wide, at half price, 10c. to 25c. a yard; a good 10c. grade.

4,000 Yards Persian Lawns.  
The usual 18c. quality, 12 1-2c. a yard.

## Culinary Wrinkles

Which will smooth the housekeepers' wrinkled brow.

### Armour's Extract of Beef Demonstrator

will give you some ideas on Monday. Incidentally, you can get a dainty luncheon free.

She Will be Here Two Weeks.



## Reliance "Corsette" Dress.

It is the only place in Richmond that you will be able to buy this wonderful garment. Perfect fitting, stylish and comfortable. Light corset stays and laces in the lining do the work. No higher in price than ordinary Wrappers. The workmanship is of the highest grade. It is one of the greatest dress inventions of the age for women. Prices, \$1.25 to \$2.98.

### Do You Want an Art Lesson Free?

To every purchaser of a dollars' worth of goods in our Art Department for a few days we will give a free ticket entitling you to a two hours' lesson

At the Grace Church School of Art.

## The Cotton Dress Fabrics are Changed.

Not only in their weave, but in materials as well. Mercerized Cotton, when done chemically proper, comes near to silk. Of course there are imitations, that we do not speak of. Linens, too, enter largely in the manufacture of Cotton fabrics this season. The styles, combinations and colorings are not only strangely unique, but enter upon a new arena of beauty. Modest in price, too.

### 65c Waist Fabrics, 25c.

25c. buys Mercerized Waist Fabrics that the makers expected to retail 65c. for.

10c. buys New Bourette Etamines, novel in their effects.  
Linen Knickerbocker Voiles, embroidered dots, are 15c.

### Crash Linen Suitings

In all the various colorings; also white, 25c. a yard.  
Silk-like Black and White Shepherd's Checks, 35c. a yard.

### Embroidered Crepe Cloths

In various colors, including light browns, 25c. a yard.  
Printed Grenadines, in beautiful designs, 25c. a yard.

Silk and Linen Grass Cloth, cost 75c., for 35c. a yard.

### Sale 200 Pieces Foulard.

Equal in every appearance to silk that cost 50c. and 55c., twenty-eight inches wide, all colors and black and white, 25c. a yard.

### Scotch Linen Suitings.

Like the Fine Worsted Fabrics that cost \$1.50 a yard; one of the season's best, 35c. a yard.

### 2,700 Yards Embroidered Swiss Novelty Dress Fabrics.

Endless variety of designs, forty-five inches wide; the manufacturer expected to get 60c. a yard; here for 25c. a yard.

## Too Many Curtains.

That is the only reason we give these prices. House-cleaning time and Curtains at little prices rarely strike together. We can't buy them now at these prices wholesale, and you can't find such bargains anywhere else.

Hand Made Arab Lace Curtains, four yards long, the kind that sell in season for \$7, are reduced to \$3.75 a pair.

Irish Point Lace Curtains, \$3.98 kind, for \$2.89 a pair.

Scotch Lace Curtains, \$2.50 grade, \$1.09 a pair.

Nottingham Lace Curtains, \$1 grade, 95c. a pair.

Thousands of yards of Fine Curtain Muslin, 12 1-2c. quality, to be sold for 7 1-4c. a yard.

Fancy Silk Laines, in sheer quality, 5c. a yard.

6-1 Handsome Mercerized Tapestry Table Covers, fringed, \$1.50 value, 87c.

Rope Portieres, fancy colors, \$3 value, \$1.50.

## The Early Shirt Waist.

has the best of the bargain. Some 450 dozen of almost every material and entirely new this season.

Fifty dozen Madras and Percale Shirt Waists, neat striped and polka dot effects, tucked front, hemstitched linen collar, made full and perfect fitting; splendid 75c. waists, choice 50c.

Now and Stylish Silk Striped Madras Waists, all wanted colors, made with tucked front, tab collar, full sleeves, 95c.

Stylish White Mercerized Waists, new, soft material, attractive designs,

tucked front, full sleeves, \$1.25.

New White Poplin Waists, the most stylish of this season's waists, made tailor fashion, broad necks and large buttons, new collar, \$1.98.

Fifteen dozen Black Silk Finished Cashmere Waists, tucked, all sizes to 44, regular \$1 value, choice 60c.

Fine Black Mercerized Waists, neatly fashioned, tucked and trimmed, splendid value, for 95c.

## The Important Silk Sale.

Don't wait. Nothing newer to be added. The latest productions only a price juggle that will talk with new propositions. Thirty to fifty per cent. off best values. Blacks as well as Fancies, or plain colors.

### 65c for \$1 Fancy Taffeta

Silks, atrijs, and invisible check effects, in brown and white, navy and white, black and white and gray colorings.

### 69c for \$1 Soie Semilliant.

A new silk for this season's shirt waist dresses, stylish designs on grounds of Valenciennes, royal, myrtle, zenith, blue, gray and black.

### 85c for \$1.25 Louisines.

Every wanted shade, including cream, white and black.

### 75c for \$1.19 Brocade Mes-saline.

In new gun metal effects.

### 59c for 85c Black Taffeta.

Warranted to wear in on selvedge.

### 98c for \$1.25 Black Taffeta.

Guaranteed an extra heavy, well wearing kind, full yard wide.

### \$1.25 for \$1.75 Black Taffeta Corsica.

Thirty-six inches wide—especially adapted for whole suits, rain coats and jackets.

### 33c for 50c Black Taffeta.

All silks, full lustre and ninetoon inches wide.

### Toshi-Ko India Silks.

New line of Toshi-Ko Black Water-proof India Silks.

21-inch, 60c. quality, 48c.  
27-inch, 75c. quality, 45c.  
30-inch, 80c. quality, 60c.

### 18c for 33c Silk Mulls.

In all colors, black and white.

### 58c for 89c Black Beau de Soie.

Beautiful, soft, mellow finish.

### 98c for \$1.25 Black Beau de Soie.

Thirty-six inches wide; it's extra lustrous and heavy for coats and skirts.

### 49c for 75c Foulards.

All new spring designs, on grounds of brown, russet, gray, navy, etc.

### White Habutai Specials.

27-inch lustrous 60c. quality for 40c.

27-inch 75c. quality, 30c.

21-inch 30c. quality, 25c.

26-inch 75c. quality, 60c.

These are all the kind that laundries perfectly.

## Bursting of Storm Centre in Laces

We caught a Lace importer in trouble. Here is a partial story of the situation as it developed through Cohen's buying power. Laces are of all grades—Italian, Plauen, St. Gall and some English Laces—his entire stock is included, amounting to thousands of pieces. The average concession was 47 per cent. Some of the past season's Laces are 25c. on the dollar.

### 63c Laces, 25c.

Hand Made, Irish Point, Plauen and Balise, embroidered in various kinds and widths, some separable patterns among them, 150 pieces in all; they cost up to 65c. a yard; and will be sold at 25c.

### 29c Laces, 9c.

Another lot of 225 pieces, that cost wholesale up to 25c.; the price will be 9c. a yard.

### 10c Laces, 5c.

30 dozen yards of Point de Paris, Platt Val, and Duchesse Edgings and Insertings, cost 10c., for 5c. a yard.

### Torchon Laces, 2 1-2c.

530 pieces, variety of designs and widths, including insertings that have been sold for more than double; price will be 2 1-2c. a yard.

### 50c Laces, 29c.

Hundreds of pieces of Venice Lace medallions, in white, ecru and butter shades, that are being sold everywhere at 30c., will be 20c. a yard.

New Irish Crochet Laces in separable designs.

Handsome Teneriffe and all the other finest Laces.

New Net Top Sleeve Laces, in Roupure and Lierre designs, from 25c. upward.

### 29c Sleeve Laces, 12 1-2c.

On sale Monday, fifty pieces Oriental Net Top Sleeve Laces, valued to 29c., for 12 1-2c. a yard.

### Sale of Black Silk Dress Net.

Forty inches wide and usual price 75c., in twenty-two pieces will be sold at 35c. a yard.

## The Basement Marvels Grow.

Every week sees something novel something wonderful in this home of little-priced goods. Monday will show the biggest offerings of the season.

### Tabard Inn Library.

See our scheme for getting a library of your own, which you can change every month or day if you want at a trifling cost. It is the wonder offer of the age. A Tabard Inn membership free.

### Candy.

Chocolate Nougat, Shelled Almonds, Lemon Bon-Bons, Capermint and Wintergreen Waters, Caramels, Chips, Butterscups and Old-Fashioned Chocolate Creams, a 50c. candy, for 18c. a pound.

Callier's Genuine Imported Swiss Milk Chocolate, 5c., 10c. and 15c. a package.

Chocolate and Vanilla Caramels, 10c. a pound.

Cocoanut Bon-Bons, 10c. a pound.

Two Tons of Writing Paper. At prices never before equalled in Richmond. It was looking for a buyer

for 12 1-2c. a pound. It's yours for 6 1-4c. a pound.

1,500 pounds of Royal Linen Paper, the best 15c. grade, 15c. a pound; two packages of Envelopes to match, for 5c.

KING HENRY PAPER, a complete innovation to the usual style of writing paper, price 50c.

Twenty-seven varieties of Whiting's Writing Papers.

From your plate, fifty cards for 25c.

350 Pairs of Pillow Cases, 8 1-2c. Each.

Full Double Bed Seamless Sheets, never have been less than 6c., with cotton low; special price, 55c.

Lot of White Bed Spreads for three-quarter beds are 45c. each.

Full double bed sheet, 85c. each.

30 genuine, Martell's Quilts, best value, \$3.50 elsewhere, here for \$2.50.

## Fire and Umbrellas are a Bad Combination.

Fortunately the fire did not get to them, but the water did. Eighteen Hundred of them in an almost perfect condition, with the exception of a few fancy Parasols. Everybody for the Umbrella Monday. Also some 320 Women's and Children's Parasols, all of them new for this season, and not one out of ten touched even by water. The goods are of The Gans Co., Baltimore, and were sold for the insurance company at any price to the highest bidder. Somewhat more than a hundred thousand dollars' worth.

### \$2 Umbrellas 75c.

2,100 Umbrellas, women's and men's, silk, carola, taffetas, surah, twills and a variety of materials, costing up to \$2, with handles of every description, many of which cost twice our price

for the umbrella, which is 75c. for all kinds and sizes.

Another lot of 100 Umbrellas will be sold for 50c. each.

Women's and Children's Parasols, over 400 of them at 50c. on the dollar; prices are 35c. to 75c. for the children's and women's; worth 50c. to \$2.50 each.

## That Cotton Goods Basement.

is the happy hunting-ground for bargain seekers. Piles of Cotton Goods not likely to be duplicated this season at the prices.

4 1-4c. a yard for High Grade 10c. Searsucker Gingham.

Scotch Gingham, in manufacturers' lengths, for waists and children's wear, wanted patterns, less than ever before, 8 1-2c. a yard.

Shirting Calicoes, in all the many patterns, 4 1-2c.

Best quality Indigo Blue Calicoes, endless variety of designs; present value 8c., but price 4 1-4c.

### 3,200 Yards Beautiful Light Percales.

Full yard wide, this season's newest 10c. goods, will be on sale Monday for 7 1-4c. a yard.

Lot of Black and White and Gray Calicoes, best 7c. and 8c. values, for Monday, 3 7-8c. a yard.

### 1,500 Yards Apron Gingham.

Manufact